Message Text

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R 250410Z FEB 78 FM USLO PEKING TO SECSTATE WASHDC 9975 INFO AMCONSUL HONG KONG

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E.O. 11652: NA TAGS: ELAB ECON CH

SUBJ: BONUS SYSTEM REINSTITUTED IN CHENGCHOW FACTORY

- 1. USLO OFFICER WAS INFORMED BY OFFICIALS AT THE CHENCHOW ARTS FACTORY ON FEBRUARY 16 THAT PRODUCTION BONUSES OF FIVE YUAN A MONTH ARE OFFERED TO WORKERS WHO OVERFULFILL MONTHLY PRODUCTION NORMS. OFFICIALS STATED TAT THIS BONUS SYSTEM HAS BEEN IN EFFECT CONTINUOUSLY BEFORE THE "CRITICIZE LIN-CRITICIZE CONFUCIUS" CAMPAIGN IN 1974, WHEN IT WAS STOPPED, AND HAD BEEN REINSTITUTED IN 1977.
- 2. WE HAVE HEARD THAT BONUSES HAVE BEEN OFFERED IN THE SOUTH IN SOME FACTORIES, BUT THIS IS THE FIRST FACTORY WE HAVE VISITED THAT HAS ADMITTED TO HAVING A BONUS SYSTEM. IT MAY BE NOTED THAT MONTHLY WAGES IN THIS FACTORY EMPLOYING 260 WORKERS/STAFF ARE RATHER LOW, RANGING FROM 82 YUAN FOR THE HIGHEST GRADE (GRADE SEVEN) WORKER TO 30 YUAN FOR A GRADE ONE WORKER, THE AVERAGE BEING 43 YUAN. WHEN VISITED, THE FACTORY HAD NOT YET IMPLEMENTED THE WAGE INCREASE (GOING TO 60 PERCENT LIMITED OFFICIAL USE

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OF THE WORKERS), BUT IT WAS STATED THAT BONUS SYSTEM WOULD REMAIN IN EFFECT AFTER THE INCREASE.

3. THIS FACTORY PRODUCES HIGH QUALITY JADE AND OTHER STONE CARVINGS (AVERAGE EX-FACTORY PRICE ABOUT 750 YUAN), ABOUT 75 PERCENT OF WHICH ARE EXPORTED.

4. COMMENT: ENTERPRISES OF THIS TYPE, WHERE CRAFTSMEN WORK ON A PRODUCT FROM START TO FINISH, MAY ACHIEVE PARTICULARLY GOOD RESULTS FROM A BONUS SYSTEM. IT MAY BE THAT LIGHT IDUSTRIES OF THIS TYPE, PRODUCING FOR HIGH PRIORITIES AREAS LIKE EXPORTS, ARE GETTING SPECIAL DISPENSATION FROM HIGHER AUTHORITIES TO USE THIS TYPE OF INCENTIVE. WOODCOCK

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